

Focus *on* DBE



Delaware Department of Transportation (DelDOT) encourages doing business with Delaware Certified Disadvantaged Business Enterprises (DBEs)



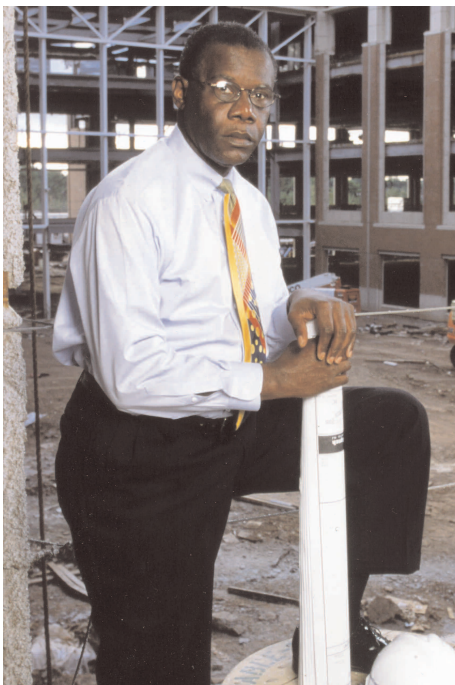
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Construction Project Management Services CEO Explains How He Became A DBE Leader

Being a minority is not an obstacle. It's a challenge, according to Eugene Marsh, President & CEO of Construction Project Management Services, Inc. (CPMS), a recognized industry leader and extraordinary, rapidly growing disadvantaged business enterprise (DBE).

Since establishing the multi-disciplined



Construction Project Management Services, Inc. President & CEO Eugene Marsh realized his dream as a business owner in 1998 after 25 years experience in the construction industry.

construction management firm in 1998, Marsh has not only overcome the challenges of being a DBE, he has achieved a stature that has placed him on prestigious appointments and has been honored with several awards and commendations, including most recently:

- 2007 Appointed to the Minority and Women Business Development Advisory Council by Governor Corzine on October 2, 2007
- 2007 (SBA) Minority and Small Business of the Year Award
- 2007 Small Business of the Year, Diversity Business
- 2007 Top 100 Disabled Veteran Owned Business in the U.S.
- 2007 Top 50 African American Construction Managers in U.S.
- 2007 Diversity, Inc. Leadership Award
- 2007 Mercer Regional County Chamber of Commerce Small Business Award

Marsh credits his success to his "internal motivation" to do and be the best at whatever he does.

"Throughout my life I have always been involved in pivotal endeavors. I was one of the first African-Americans to integrate schools in South Carolina in 1965, and that experience along with the

lessons taught to me by my mother, have always made me believe that I could do and be anything I hoped and dreamed for with hard work," Marsh said.

Marsh is a decorated veteran, having enlisted in the United States Army to serve in Vietnam in 1968. "My military experiences allowed me to hone my leadership skills as a Lieutenant in the 101st Airborne. My dedication and resilience placed me in situations that led to my receipt of two purple hearts and a bronze star for my efforts in service of our country," he said.

Upon Marsh's return from Vietnam, he attended the University of South Carolina where he received the first of several degrees. Following college, he entered corporate America, and for the next 30 years, has grown his career and knowledge in the construction industry having worked for some of the largest construction firms in the United States.

"The culmination of my professional and personal experience created the desire to create a customer driven, construction management company that would be able to compete in the global market with some of the world's largest firms."

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Construction Project Management Services

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Through Marsh's leadership, Construction Project Management Services plans to secure overseas business with the federal government on rebuilding some of the war torn regions in the Middle East and elsewhere.

"Being a pioneer throughout my life," Marsh explained, "I welcome the challenge everyday as we grow the firm and enter new markets."

With a majority of CPMS's business currently in the private sector, Marsh believes that relationships are key to any successful business. He works those relationships both to benefit his business and other DBEs when opportunities arise.

Marsh explained that CPMS aspires to be a prime contractor whenever possible. "It is part of our company's values to provide opportunities for other MBEs (minority business enterprises) or WBEs (women business enterprises)," he noted.

"I work hard to ensure that the firm is positioned strategically. We have relationships with organizations, entities, and firms who would benefit from our services. Our contracts to date have come from references, winning

bids, and sole source referrals."

While the firm has not currently performed work with DelDOT, it has a presence in Delaware working on Contractor Training programs with another Delaware agency.

Marsh emphasizes that proper preparation for any business owner will prevent poor performance ... "and when non-majority firms properly prepare, we can compete with anyone."

He admits that as a DBE, one his biggest challenges during his early years was breaking down the stereotypes that too often are applied to DBEs.

"Once I was given the opportunity to show what my firm is capable of doing, we have been able to transition from being a non-majority firm that's a great construction manager to simply being a great construction manager, regardless of our certifications," Marsh said.

What differentiates CPMS from the competition? Marsh attributes it to his firm's strong commitment to customer satisfaction. The more than 250 projects in their portfolio further exemplify why they are industry leaders.

Ed Olivere Says "Goodbye" After 34 Years of Service

To My DBE Family:

Over the years of my experience with DelDOT's DBE Program, I've been blessed by meeting people who have become both successful participants and close friends. Many of you have come from that first unsure step and worry to become very successful, competent contractors and consultants. In addition, I have shared your joy, your sorrows, and your triumphs.

I thank you from the bottom of my heart for your efforts and continued success. I will continue to follow you as you grow, mature, and succeed. God Bless and thank you.

Upcoming Events

Business Development Opportunities

Training

Federal Contracting-Based Programs for Small Business

September 23 • 9:00 am – 12 noon

SBDC – University of Delaware

Newark, DE

Contact Gedell Hawkins at
302-573-6294 or gedell.hawkins@sba.gov

Fast Trac New Venture

October 1 – December 10 • 6:00 – 9:00 pm

SBDC – University of Delaware

Newark, DE

Contact the Delaware SBDC
302-831-2770 or visit www.delawaresbdc.org

More training opportunities at:

- www.governmenthorizons.org
- www.constructionclasses.com
- www.agc.org/cs/career_development/distance

Events

Procurement Conference Asia 2008

October 2 • 10:00 am – 4:00 pm

*Greater Richmond Convention Center
Richmond, VA*

For more information, call (804) 798-3975
or visit www.aabac.org

Minority Enterprise Development Week 2008

October 9 & 10

*Sheraton Philadelphia Center City Hotel
Philadelphia, PA*

For more information, call (215) 686-6376 or
email barbara.oliver@phila.gov

18th Annual Business Women's Expo

November 18 • 12 noon – 7:00 pm

*Chase Center on the Riverfront
Wilmington, DE*

Register through the New Castle County Chamber
of Commerce at (302) 655-7221 or email
bowmanm@ncccc.com

Newly Certified DBEs

The following businesses have successfully completed DelDOT's Disadvantaged Business Enterprise (DBE) certification. For more information about the services these businesses, and all DelDOT certified DBEs offer, visit the online Unified Directory of Certified DBE Firms at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on DBE Resources.

The Bioengineering Group, Inc.

Environmental planning, design, and restoration

Clark Transportation & Consulting Services, LLC

Engineering consulting for railways and rapid transit

Fast Formliners, Inc.

Concrete formliner manufacturer

Garcia Bridge Engineers, P.A.

Civil engineering services, expertise in bridge engineering

Lake Glenn Enterprises, Inc.

Concrete and masonry construction including demolition and minor utility construction

Natural Eco Solutions, Inc.

Distribution and installation of renewable energy products; sale and installation of solar devices

R&R Contracting Utilities, Inc.

Site preparation, building shafts for micro tunneling & tunneling; water mains, sewer construction, installation, and/or rehabilitation

Vega Solutions, Inc.

Administrative management, general management, and consulting services

Zober Contracting Services, Inc.

Water, sewer line, and related structures construction

Making Business Cents

Entrepreneurship in Delaware

by Ken Anderson, Director
Entrepreneurial & Small Business Support
Delaware Economic Development Office

How many of you have a small business? How of many you consider yourself to be an entrepreneur? How many of you consider yourself to be both?

The definition of an entrepreneur that I have posted next to my desk reads:

An entrepreneur or to be entrepreneurial, refers to individuals and the action of individuals, (1) who create and assume the risk for a business venture, (2) that deploy an innovative concept, (3) usually involving the application of technology, (4) to generate wealth and growth at a rate exceeding that of a traditional small business.

One of the most important factors to understand when we talk about Entrepreneurship in Delaware is the fact that there is a growing realization among the leadership in the public, private, and non-profit sectors of our State of the economic importance of entrepreneurship and opportunities for small businesses.

I believe that "one" of the reasons for this is that most of us have come to realize that we are living in a very, very different kind of economy. We are living in an economy that is global, that is knowledge based, and that is entrepreneurial. It is an economy that demands innovation and creativity ... an economy that demands new processes, new creativity, and a new business model.

In order to be successful in today's economy, you must be more innovative than you've ever been, while finding creative ways to pursue technologies that make sense for your business now and in the future.

In Delaware, the opportunities for small businesses that continue to be entrepreneurial and innovative will abound. Some of those growth areas will be in the Biotechnology and Life Sciences, Chemistry and Advanced Materials, and Health Sciences and Medical Devices Industry clusters. Additionally, because of BRAC (Base Realignment and Closure), we anticipate a plethora of small business opportunities in the above industry clusters, as well as in Information Technology, Organizational Management and Development, and Computer Support Services, as Fort Monmouth, New Jersey U.S. Army contract opportunities transition to Aberdeen Proving Ground in Maryland.

Delaware opportunities notwithstanding, your competition now is no longer just in Delaware, it is no longer just regional, or the Mid-Atlantic region, you are competing in a global economy ... a global marketplace. Technology and the internet have leveled the economic playing field. Third world countries realize that because of entrepreneurialism, they too, have the chance to compete and prosper.

A highly touted national report from the Kauffman Foundation which measured individual State's ability to progress towards transitioning to this New Economy reported overall, that Delaware ranked No. 7 in the country. However, there are areas where we need to quickly improve and one of the more important areas is increasing entrepreneurial activity and opportunities for small business throughout our State.

We need to create an entrepreneurial friendly ecosystem that will attract, retain and grow our businesses here. After all, the state that is the most entrepreneurial and small business friendly in today's economy wins.

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Bid Opportunities

For hundreds of contracting opportunities, visit DeIDOT's online DBE Web site at http://deldot.gov/information/business/dbe/bulletin_board.shtml and click on Upcoming Projects.

